

## Message Text

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20

ACTION EA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
----- 123580

R 210355Z FEB 75

FM AMEMBASSY MANILA

TO USDOC WASHDC

INFO SECSTATE WASHDC 0762

AMEMBASSY SINGAPORE

UNCLAS MANILA 2225

E.O. 11652: NA

TAGS: BEXP, RP

SUBJECT: PROCESS CONTROLS USA -- CONSTRUCTION OF BOOTHS

REF: MANILA 2206

1. FOLLOWING IS ABSTRACT OF BIDS RECEIVED THREE  
CONSTRUCTION COMPANIES:

A.L. ESPIRITU KANLAON VIKING METAL  
CONSTRUCTION CONSTRUCTION INDUSTRIES  
-----

A. CARPENTRY:

|                |            |            |            |
|----------------|------------|------------|------------|
| EXHIBIT BOOTHS | P17,023.90 | P19,071.36 | P18,130.00 |
|----------------|------------|------------|------------|

B. CABINETRY:

|                |          |          |           |
|----------------|----------|----------|-----------|
| RECEPTION AREA | 6,430.10 | 3,816.10 | 13,500.00 |
|----------------|----------|----------|-----------|

C. PAINTING:

|                |           |           |          |
|----------------|-----------|-----------|----------|
| EXHIBIT BOOTHS | 10,346.95 | 10,267.42 | 3,479.00 |
|----------------|-----------|-----------|----------|

D. GRAPHICS,

LETTERING,

PHOTOS, SILK-

|         |        |          |          |
|---------|--------|----------|----------|
| SCREENS | 694.05 | 1,181.93 | 1,138.00 |
|---------|--------|----------|----------|

E. ELECTRICAL

WIRING

FIXTURES &

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LIGHT

FITTINGS H 8,138.80 4,125.24 24,650.00  
TOTAL COST P42,633.80 P38,462.04 P60,897.00

2. IN ANALYZING ABOVE BIDS, WE NOTE THAT MAJOR DIFFERENCES ARE IN AREA OF ELECTRIC WIRING UNDER ITEM E. WE HAVE MADE DETAILED ANALYSIS OF COSTS OF INDIVIDUAL PIECES IN ITEM E AND OUR COSTING TOTALLED PESOS 5,385. THIS COSTING DOES NOT INCLUDE INSTALLATION, AND BEST ESTIMATE APPEARS TO HAVE BEEN MADE BY ESPIRITU.

3. WE THEN DISCUSSED OUR COSTING OF PESOS 5,385 WITH KANLAON AND QUESTION (A) WHETHER KANLAON CAN FURNISH ITEMS AT PRICES QUOTED (TOTAL P4,125.24) AND (B) WHETHER KANLAON INCLUDED INSTALLATION EXPENSES IN QUOTATION. KANLAON REPLIED IN AFFIRMATIVE ON BOTH QUESTIONS.

4. WE ARE STILL TROUBLED BY LOW KANLAON QUOTATION ON ITEM E WHICH IS SENSITIVE AREA IN PHILIPPINES WHERE ELECTRICAL WORK IS OFTEN FAULTY. OUR ANALYSIS SUPPORTS OUR CONCLUSION THAT ESPIRITU ESTIMATE IS REASONABLE AND CORRECT.

5. MOREOVER, ESPIRITU IS EXPERIENCED CONTRACTOR WHICH HAS DONE ALL MAJOR AUSTRALIAN SHOWS IN MANILA, INCLUDING LAST SHOW OF 52 COMPANIES IN HOTEL INTER-CONTINENTAL. IT IS HIGHLY RECOMMENDED BY AUSTRALIAN TRADE COMMISSIONER OFFICE AND ENDORSED BY USRTC STAFF WHO HAVE VISITED MANILA, BEGINNING WITH TOM MAYFIELD IN EARLY 1974. KANLAON IS ALSO EXPERIENCED BUT VERY LARGE CONTRACTOR WHICH MAY HAVE A NUMBER OF OTHER JOBS REQUIRING CLOSE ATTENTION. FOR EXAMPLE, WHEN WE TELEPHONED KANLAON TO INFORM OF CHANGE IN VENUE AND INVITE IT TO NEW BRIEFING, KANLAON TEAM WHICH HAD BEEN TO FIRST BRIEFING WAS OUT ON JOB IN TARLAC.

6. SINCE THERE IS WIDE DISCREPANCY IN BIDDING ON ELECTRICAL WORK, AND FURTHER BECAUSE WE MAY NEED TO USE GENERATORS, WE RECOMMEND THAT CONTRACT FOR CONSTRUCTION OF BOOTHS BE LIMITED TO JUST THAT AND ELECTRICAL WORK BE SEPARATE SUBJECT. BIDS FOR ITEMS A THROUGH F SHOW FOLLOWING TOTALS:

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ESPIRITU PESOS 34,493.  
KANLAON PESOS 34,336.81  
VIKING PESOS 36,247.

ON BASIS OF ESPITITU'S EXPERIENCE, WE THEREFORE REQUEST APPROVAL TO SIGN CONTRACT FOR CONSTRUCTION OF BOOTHS AT PESOS 34,495.

7. WE WISH TO CALL ATTENTION TO FACT THAT ABOVE  
CONCERNS ONLY BOOTH CONSTRUCTION AND INSTALLATION. IT  
DOES NOT INCLUDE SITE PREPARATION WHICH SUBJECT OF  
MANILA 2206 NOR COSTS FOR POWER GENERATING EQUIPMENT  
AND LEAD IN LINES OR GRAPHICS.

SULLIVAN

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 21 FEB 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
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**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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